

**SERIAL 07006 IGA CONVENTIONAL FILM/X-RAY PRODUCTS &
ACCESSORIES, GS-181 (NIGP 89800)**

DATE OF LAST REVISION: January 10, 2007 CONTRACT END DATE: November 30, 2008

**CONTRACT PERIOD BEGINNING JANUARY 09, 2007
ENDING OCTOBER 31, 2007**

TO: All Departments

FROM: Department of Materials Management

**SUBJECT: Contract for CONVENTIONAL FILM/X-RAY PRODUCTS &
ACCESSORIES, GS-181 (NIGP 89800)**

Attached to this letter is a listing of vendors available to Maricopa County Agencies utilizing the **BROADLANE Contract CS-181**. The using agency and other interested parties may access and electronic version of this contract from the Materials Management Web site at:

http://www.maricopa.gov/materials/Awarded_Contracts/search.asp.

Please note: Price Agreement Purchase Orders (PG documents) may be generated using the information from this list. Use Commodity Code(s) B0603230.

All purchases of product(s) listed on the attached pages of this letter are to be obtained from the listed contractor(s).



Contract Implementation Package

Printed For MARICOPA COUNTY SPECIAL HEALTHCARE DISTRICT
d/b/a MARICOPA INTEGRATED HEALTH SYSTEM

| | | | |
|------------------|---|----------------|------------------------|
| Supplier Name: | SOURCEONE HEALTHCARE TECHNOLOGIES | | |
| Contract Number: | GS-181 | Contract Desc: | Radiology Distribution |
| Effective Dates: | 11/01/2004 to 10/31/2007 | | |
| Contract Role: | Distribution Contract (primary) | | |
| Revision Status: | Active | Discipline: | Cath Lab-Radiology |
| Revision Date: | 11/18/2005 | Program: | Comprehensive |
| Revision Number: | 3.00 | | |
| Revision Desc: | Update WITH Product/Pricing Changes | | |
| Replacement: | GM-124 (SOURCEONE HEALTHCARE TECHNOLOGIES) | | |
| Dual source: | GN-141 (NATIONAL HEALTHCARE DISTRIBUTORS (NHD)) | | |

Broadlane Contract Information

| | |
|------------------------------|---|
| Agreement Type | Non-Exclusive |
| Eligibility - Class of Trade | All |
| Commitment Form | Letter of Commitment (LOC) |
| | SourceOne LOC Sign-on Bonus |
| Contract Source Type | Dual Source |
| Supplier Contact: | Ron Wyrick Manager, National Accounts Ph: 757-430-1499 Fax: 757-430-1099 mxrwyrick@erols.com |
| Broadlane Contact: | Carolyn Trimble Portfolio Manager carolyn.trimble@broadlane.com |

Terms and Conditions

| | |
|-------------------|--|
| Distribution Type | Distributed: All products are sold through an authorized distributor. Delivery is governed by the terms of the applicable distributions agreement. |
| Distributors | |
| Guaranteed Supply | Distributor shall use commercially reasonable efforts to assist any Customer in finding alternative acceptable sources for any Product tha Distributor cannot deliver accroding to this guaranteed delivery time. In such event, Products purchased from another source will not count against the commitment on the LOC. |
| Payment Terms | N30 |



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Terms and Conditions

Return Goods Policy

For Products to be returned to an authorized Distributor Distribution Center, Customers must obtain a Return Sales Order from Distributor's customer service department ("CustomerExpress"). Customer returns will not be authorized for the following:

1. Any item not purchased from Distributor
2. Any item purchased on a "special order" basis (unless Distributor can return the merchandise to the vendor for full credit). This included custom Products and special order films, as designated by the film manufacturer.
3. Chemicals, cassettes, screens, grids, diagnostic materials, needles, syringes or sterile Products unless defective and covered under manufacturer's warranty.
4. Single use Products or equipment that have been used or are without the original packaging, labeling and operating manuals.
5. Products that have been opened or damaged, or have missing or defaced labeling or packaging.
6. Any product within nine months of expiration date as noted on the packaging.
7. Items shipped directly from the manufacturer unless CustomerExpress can obtain a Return Authorization from the manufacturer prior to issuing a Return Sales Order to the Customer. Credit will not be issued for Product after 60 days from date of invoice. All returned Products (with the exception of Distributor order entry/shipping errors and Products which are damaged or defective prior to receipt by the Customer) are subject to a 25% restock fee if returned by the Customer. If the Customer is unable to return the Product and Distributor is responsible for the pick up of returned Products, then a 30% restock fee will apply. All returned Products must be received at the local Distributor's Distribution within 30 days of the Return Sales Order date to be eligible for full or partial credit. All returned Products must be returned to the Customers's Distributor warehouse of record.

Price Protection Terms

Distributor shall not increase the prices of Distributor-Manufactured Products covered on this agreement throughout the term. Distributor may increase the price for any Products that are not manufactured by the Distributor. No price increase for Non-Distributor Manufactured Products may exceed the percentage increase incurred by Distributor for its purchase of the Non-Distributor Manufactured Products. Distributor must request any such price increase in writing to Broadlane, not less than 30 days prior to the effective date of the price increase, accompanied by evidence of its cost increase in purchasing the Non-Distributor Manufactured Product. Broadlane may either accept the price increase or delete the Product(s) affected by the price increase from the agreement.

Shipping Terms

Pre-pay and Add



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Terms and Conditions

Shipping Details

Additional Shipping Terms: Products must be delivered to the Customer not more than two days after Distributor's receipt of order. Distributor will provide one pread scheduled deliver yper week. Distributor will prepay all other deliveries, including expedited shipments, and may charge Customer for the actual shipping costs if those costs are listed as a separate line item on the invoice. The risk of loss of the Products does not pass to the Customer until the Customer accepts the Products. For all deliveries made by common carrier, upon Customer's written request, Distributor shall ship Products "freight collect" to Customer using the carrier and billing information provided by Customer.

Pricing and Services

| | |
|------------------------|---|
| Pricing | Price List |
| Special Notes | Fees: The Administrative Fee will be equal to 1% of the Purchased Amount for film, barium and contrast Products and all Contracted Products (those Products for which Broadlane has entered into a contract with the manufacturer, under which contract Broadlane receives an administrative fee from the manufacturer), and 3% of the Purchased Amount for Non-Contracted Products (those Products for which Broadlane has not entered into a contract with the manufacturer). |
| Sales Report Frequency | Quarterly |
| Sales Report Details | Sales Report period is the same as the payment period. |

Other Contract Details

| | |
|--------------------|---|
| Product Exclusions | Services provided for under the Kodak Film and Equipment agreement, are not contracted as Products under the Distribution. Services on equipment not provided for under the Kodak agreement may be contracted for and pricing available. |
| Comments | Due to an increase in the distributor's cost of several products, SourceOne is raising prices on their chemistry offerings. This request has been reviewed and approved by the Broadlane Executive Steering Committee. These price changes will be effective September 1, 2005. |



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Other Contract Details

| | |
|-----------------|--|
| Additional Info | <p>Customer may place purchase orders for Products through BroadLink, by telephone, fax or through electronic order entry directly through Distributor at:</p> <p>SourceOne Healthcare Technologies 8020 Tyler Boulevard Mentor, OH 44060 www.sourceonehealth.com 800-635-9529 PH 440-701-1491 FX Cleveland 303-340-5666 FX Denver There are no minimum order requirements, however orders may only be placed in Distributor's standard sale unit of measure. A Letter of Commitment (LOC) is required to access this agreement. A Customer may commit to purchase 90% of its film, barium, and chemistry services from Supplier to receive the Committed Tier 2 pricing on all Products covered under this agreement. If a Customer does not wish to make a commitment for film, barium, and chemistry services, they should sign the LOC to receive the access Tier 1 pricing on all products except film, barium, and chemistry services.</p> |
|-----------------|--|

Agreement Rationale

| | |
|------------------------------|---|
| Value Statement | <p>This agreement with Source One provides a range of radiology products, accessories and services offering exceptional value to healthcare organizations through aggressive discounted prices.</p> |
| Advisory Committee Process | <p>As part of its contracting process, Broadlane engages a number of customer committees who develop the clinical criteria and business requirements to which the contract must adhere. This agreement for Radiology Distribution was achieved through the efforts and cooperation of the customers of two Broadlane Committees: the Steering Committee and the Radiology Advisory Committee.</p> |
| Support Award Recommendation | <p>This agreement was awarded to SourceOne Healthcare Technologies based on several factors including but not limited to:</p> <ol style="list-style-type: none">1. Clinical requirements as determined by end-user committees2. Product quality and innovation3. Customer service and sales support4. Financial impact to Broadlane participants. |
| About the Awarded Supplier | <p>SourceOne is the largest distributor of medical imaging equipment, supplies, accessories and service in the United States. As the leader in medical imaging distribution, its capabilities extend far beyond supplying barium, film, chemistry, processors, darkroom accessories and other products essential to the radiographic area of the healthcare system.</p> |
| Supplier Information: | <p>SOURCEONE HEALTHCARE TECHNOLOGIES 8020 Tyler Blvd., Mentor, OH 44060 Ph: 440-701-1200</p> |



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www.s1direct.com

EXHIBIT A
SOURCEONE RADIOLOGY DISTRIBUTION PRODUCTS AND PRICING

GS-181

| VENDOR | CATEGORY | SUB CATEGORY | LIST PRICE | 90% COMMITMENT - LOC REQUIRED | NON COMMITTED (ACCESS) PRICING |
|---|--------------------|--|-------------------|--|---|
| Kodak | Film | Analog and Wet laser | N/A | List less 21.5% plus manufacturer's pass-through for analog and wet laser film | N/A |
| Kodak | Film | Dry Imaging | N/A | List less 21% plus manufacturer's pass-through for analog and wet laser film | N/A |
| Kodak | Film | Non-Rebated | N/A | List less 20% plus manufacturer's pass-through for analog and wet laser film | N/A |
| Agfa | Film | Analog and Wet Laser | N/A | List less 20% plus manufacturer's pass-through for analog and wet laser film | N/A |
| Agfa | Film | Dry Imaging | N/A | List less 19.5% Per Manufacturer's Contract Pricing | N/A |
| Fuji | Film | All | N/A | Per Manufacturer's Contract Pricing | N/A |
| Konica | Film | All | N/A | Per Manufacturer's Contract Pricing | N/A |
| EZ-EM | Barium | Scan C - Item 262981 | N/A | Broadlane Agreement Plus | N/A |
| Lafayette | Barium | | N/A | 6% | N/A |
| Lafayette | Barium | | \$104.87 case | Distributor Cost Plus 6% \$76.35 case | N/A |
| SourceOne | Chemistry | Developer, SourceOne 3-7-90 Type S CADI-PAK [Item 262889] | \$77.00 case | \$34.50 case | N/A |
| SourceOne | Chemistry | Developer, SourceOne Spectra CADI-PAK, [Item 252987] | \$69.63 case | \$28.00 case | N/A |
| SourceOne | Chemistry | Developer, SourceOne Mammo-Plus CADI-PAK [Item 410300] | \$80.00 case | \$57.60 case | N/A |
| SourceOne | Chemistry | Developer, SourceOne Envirocare RP-LO CADI-PAK [Item 410301] | \$77.00 case | \$55.40 case | N/A |
| SourceOne | Chemistry | Fixer, SourceOne Spectra [Item 253494] | \$35.94 case | \$14.90 case | N/A |
| SourceOne | Chemistry | Fixer, SourceOne Envirocare RP-LO [Item 410302] | \$36.00 case | \$25.90 case | N/A |
| Kodak | Chemistry | Kodak RP Developer [Items 257805, 257805T, 1249259] | \$60.00 case | \$45.00 case | N/A |
| Kodak | Chemistry | Kodak EX-II Developer [Items 407915, 1135433] | \$66.00 case | \$49.50 case | N/A |
| Kodak | Chemistry | Kodak RP LO Fixer [Items 269986, 269986T, 8868804] | \$32.00 case | \$28.00 case | N/A |
| (all Premixed products/catalog numbers not available in all areas) | | | | | |
| Kodak | Premixed Chemistry | Premixed Kodak RP Developer [Items 256617PM, 0404130, 1DK] | \$10.00 gallon | \$3.35 gallon | N/A |
| Kodak | Premixed Chemistry | Premixed Kodak RP LO Fixer [Item 6001330] | \$2.10 gallon | \$1.65 gallon | N/A |
| SourceOne | Premixed Chemistry | Premixed SourceOne Spectra Fixer [Items 256992PM, 409640PM] | \$3.25 gallon | \$1.60 gallon | N/A |

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|------------------------|-----------------|-----------------------------------|-------------------|--|---|
| Mallinckrodt | Contrast | | N/A | Distributor Cost Plus 4% | Distributor Cost Plus 4% |
| Bracco | Contrast | | N/A | Broadlane Agreement Plus 4% | Broadlane Agreement Plus 4% |
| Nycomed | Contrast | | N/A | Distributor Cost Plus 4% | Distributor Cost Plus 4% |
| Abbott/Berlex | Contrast | | N/A | Distributor Cost Plus 2% | Distributor Cost Plus 2% |
| AAco | Accessories | Radiation Protective Devices | N/A | Broadlane Contract Price | Broadlane Contract Price |
| American Medical Sales | Accessories | Radiation Protective Devices | N/A | Broadlane Contract Price | Broadlane Contract Price |
| Bar-Ray | Accessories | Aprons | N/A | List Less 16% | List Less 16% |
| Pro Guard | Accessories | Gloves | N/A | List Less 16% | List Less 16% |
| ProTech Eyewear | Accessories | Eyewear | N/A | List Less 16% | List Less 16% |
| SourceOne | Accessories | Illuminators | N/A | List Less 25% | List Less 25% |
| RadX | Accessories | Motorized Viewers | N/A | Quoted on Request | Quoted on Request |
| S&S Xray | Accessories | Motorized Viewers | N/A | Quoted on Request | Quoted on Request |
| Nuclear Associates | Accessories | Nuclear Products | N/A | List Less 3% | List Less 3% |
| Biodex | Accessories | Nuclear Products | N/A | List Less 3% | List Less 3% |
| SourceOne | Accessories | Biopsy Trays | N/A | List Less 25% | List Less 25% |
| SourceOne | Accessories | Positioning Aids/Therapy Products | N/A | List Less 23% | List Less 23% |
| Kodak | Accessories | Darkroom Products | N/A | List Less 11% | List Less 11% |
| Agfa | Accessories | Darkroom Products | N/A | List Less 11% | List Less 11% |
| Biodex | Accessories | Darkroom Products | N/A | List Less 11% | List Less 11% |
| Nuclear Associates | Accessories | Phantoms and Instruments | N/A | List Less 6% | List Less 6% |
| Biodex | Accessories | Phantoms and Instruments | N/A | List Less 6% | List Less 6% |
| Agfa | Accessories | Cassettes & Screens | N/A | List Less 16% | List Less 16% |
| Kodak | Accessories | Cassettes & Screens | N/A | List Less 16% | List Less 16% |
| Fuji | Accessories | Cassettes & Screens | N/A | List Less 16% | List Less 16% |
| Konica | Accessories | Cassettes & Screens | N/A | List Less 16% | List Less 16% |
| MXE | Accessories | Grids | N/A | List Less 16% | List Less 16% |
| Reina Imaging | Accessories | Grids | N/A | List Less 16% | List Less 16% |
| IFC | Accessories | Filing & Mailing | N/A | List Less 21% | List Less 21% |
| IFC | Accessories | Jackets, Labels, Inserts, Mailers | N/A | List Less 21% | List Less 21% |

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|---------------|--------------------------|---|-------------------|--|---|
| Kodak | Processor Parts | | N/A | List Less 15% | List Less 15% |
| SourceOne | Refurbished Processors | Kodak M6AN (Item 259631) | \$17,000 | List 20% | List 20% |
| SourceOne | Refurbished Processors | Kodak M6AW (Item 258956) | \$18,000 | List 20% | List 20% |
| SourceOne | Refurbished Processors | Kodak M6B (Item 402186) | \$21,000 | List 20% | List 20% |
| Kodak | Laser Printers (wet/dry) | | N/A | List less 18% | List less 18% |
| Agfa | Laser Printers (wet/dry) | | N/A | List less 18% | List less 18% |
| Kodak | Digitizers | Kodak LS75 Film Digitizer [Item 407781] | \$26,400 | List less 15% | List less 15% |
| Kodak | Digitizers | Kodak Host PC/LS Film Digitizer [Item 407783] | \$7,500 | List less 15% | List less 15% |
| Kodak | Digitizers | Kodak LS85 Film Digitizer SCSI [Item 407763] | \$29,400 | List less 15% | List less 15% |
| Kodak | Digitizers | Kodak Host PC/LS Film Digitizer [Item 407783W] | \$7,500 | List less 15% | List less 15% |
| Vidar | Digitizers | PRO <i>Advantage</i> (570 DPI standard) [Item 16323] | \$18,995 | List less 18% | List less 18% |
| Vidar | Digitizers | Sierra Plus Film Digitizer Multi-Sheet Feed [Item 408788] | \$12,995 | List less 13% | List less 13% |
| Kodak | Processors | | N/A | List less 18% | List less 18% |
| Agfa | Processors | | N/A | List less 18% | List less 18% |
| Fuji | Processors | | N/A | List less 18% | List less 18% |
| Konica | Processors | | N/A | List less 18% | List less 18% |

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| U.S. Electronics | Equipment - Network/Periphery | Monitors | N/A | List less 10% | List less 10% |
| Planmed | Mammography Equipment | Planmed MaxView Mammography System [Item 410162] | \$113,195 | List less 23% | List less 23% |
| Planmed | Mammography Equipment | Planmed Sophie Classic Mammography Screening Unit (MaxView Ready) [Item 410163] | \$83,276 | List less 18% | List less 18% |
| Planmed | Mammography Equipment | Planmed Sophie Classic Mammography Diagnostic Unit (MaxView Ready) [Item 410164] | \$92,700 | List less 23% | List less 23% |
| Planmed | Mammography Equipment | Planmed Sophie Classic Screening Unit (MaxView Ready) [Item 410165] | \$93,004 | List less 16% | List less 16% |
| Planmed | Mammography Equipment | Planmed Sophie Classic Mobile Diagnostic Unit (MaxView Ready) | \$101,715 | List less 16% | List less 16% |
| iCad | Mammography Equipment | Second Look 402 [Item 412228] | \$149,950 | List less 12% | List less 12% |
| iCad | Mammography Equipment | Second Look 400 [Item 412229] | \$99,950 | List less 12% | List less 12% |
| iCad | Mammography Equipment | Second Look 500 [Item 410842] | \$139,950 | List less 12% | List less 12% |
| iCad | Mammography Equipment | Second Look 200 [Item 412187] | \$69,960 | List less 12% | List less 12% |
| Kodak | Equipment - Capital | Computed Radiographic Products (CR) | N/A | List less 21% | List less 21% |
| Fuji | Equipment - Capital | Computed Radiographic Products (CR) | N/A | List less 21% | List less 21% |
| Konica | Equipment - Capital | Computed Radiographic Products (CR) | N/A | List less 21% | List less 21% |
| Agfa | Equipment - Capital | Computed Radiographic Products (CR) | N/A | List less 21% | List less 21% |
| Orex | Equipment - Capital | Computed Radiographic Products (CR) | N/A | List less 21% | List less 21% |
| StorComm | Equipment - Capital | SourceOne Networking with Storcomm or Other Recommended PACS Equipment | N/A | List less 16% | List less 16% |
| North American Imaging | Equipment - Capital | DICOM Boxes | N/A | List less 18% | List less 18% |
| Sorna | Equipment - Capital | CD Burner Equipment | N/A | List less 18% | List less 18% |
| Del Medical Systems | Equipment - Capital | Del Medical Systems - Epex | \$470,000 | List less 15% | List less 15% |
| Del Medical Systems | Equipment - Capital | Del Medical Systems - Epex ER | \$470,000 | List less 15% | List less 15% |
| Del Medical Systems | Equipment - Capital | Del Medical Systems - Rad Ex | \$398,000 | List less 15% | List less 15% |
| Del Medical Systems | Equipment - Capital | Del Medical Systems - DR 1000C | \$385,000 | List less 15% | List less 15% |
| Del Medical Systems | Equipment - Capital | Del Medical Systems - Symphony | \$650,000 | List less 15% | List less 15% |